



# What is the Return on Your MEMBERSHIP INVESTMENT?

The Tennessee Chamber of Commerce is continuously delivering solutions to produce real results for our members.

One of the most important benefits we offer to our members is our impact. Our influence generates actual, quantifiable cost savings to your company's bottom line and Tennessee's business community at large. By investing in the Tennessee Chamber with your membership, you help equip our team with the tools and resources we need to research, analyze, and mobilize a robust public advocacy operation both in the halls of the state capitol and in targeted districts across the state to influence public policy outcomes.

With your support and investment, we leverage our expertise and organizational capital to inform and advise legislators and policymakers on issues of critical importance to our members, elevating the cause of business and industry in Tennessee and translating growth-friendly public policy into hundreds of millions of dollars in tax, regulatory, and workforce-based cost savings to you and your business.

**The Tennessee Chamber's total impact on the 2019 legislative session is estimated to have saved and benefitted employers more than**

# \$693.8 million



Secured Investments in a **CAREER-READY WORKFORCE**

## \$29 million

### GIVE Initiative (SB0805/HB0949)

Gov. Bill Lee's statewide vocational and technical training program allowing Tennessee students to engage in more "hands-on" options while in high school. The GIVE initiative uses lottery funds to create partnerships for on-the-job training and apprenticeships opportunities. This initiative will fund high schools to allow juniors and seniors to use four dual enrollment credits for CTE courses. Providing businesses a steady pipeline of workforce ready talent and give post-secondary institutions up to \$800 per student.

### Work Based Learning (SB1259/HB0740)

#### Tennessee establishes \$1 Million Grant opportunity.

The Chamber has strongly advocated to increase work based learning opportunities across Tennessee. This year, along with clarifying liability provisions for the student and business interactions, state policy makers agreed to provide a \$1 million grant program allowing participating employers to apply up to \$5,000 to help defray the startup costs if they begin a program to train at least 10 students.

## \$35 Million in Rural Initiatives

The Chamber and businesses community supported Governor Lee's rural initiatives which included \$20 million for broadband expansion, \$1 million to a rural agricultural development grant, and creation of a rural development fund of \$10,500,000. These initiatives will help promote and expand rural development, improving Tennessee's workforce and economic development all across the state.

# Enacting Growth-Driven **TAX RELIEF** for Businesses



**\$22 million**

## Professional Privilege Tax Cut

Eliminated the \$400 annual occupational tax for the 15 following professions (SB0398/HB1262):

- accountants
- architects
- athlete agents
- audiologists
- chiropractors
- dentists
- engineers
- landscape architects
- optometrists
- pharmacists
- podiatrists
- psychologists
- real estate brokers
- speech pathologists
- veterinarians

**\$590 million**

## Halted Efforts to Repeal the Industrial Machinery Sales Tax Exemptions & Investment Credits

Defeated efforts to remove the sales and use tax exemption for purchases of industrial machinery & the tax credits for capital investment (SB0382/HB0382). The Chamber and other business associations converged to stop a tax increase on businesses of approximately \$591,000,000.

## Protecting Businesses from Double Taxation by Decoupling from Global Intangible Low-Taxed Income (GILTI) and Repatriation Transition Tax (SB0558/HB1028)

Again this year the Tennessee Chamber was active addressing unforeseen consequences of the federal Tax Cuts and Job Act, which expanded the definition of taxable income. Tennessee's excise tax uses federal income as a starting point for calculating earnings subject to tax and foreign earnings would have been taxed in Tennessee. As a solution, the Chamber and elected officials passed legislation to decouple from repatriated funds and GILTI, saving businesses an estimated \$6 million dollars annually. **Our two-year effort is predicted to save businesses over \$1.2 billion over 10 years.**



## Eliminated Double Taxation on Fiber Optic Network Cable

Exempts the installation of fiber optic cable for network expansions from state and local sales & use taxes (SB1458/HB0605). Businesses save over **\$4 million annually** and allow capital investments in broadband to go farther.

## Responses to Over-Reaching Tax Audit Findings

### Car Washes: For Taxes, It Matters Who Washes

Clarified that self-service and express service car washes are not subject to sales & use tax (SB0237/HB0084). These are facilities where the driver or passenger remains in control of the vehicle, washing it themselves or by driving through automated machinery.

Full service and flex service car washes where the occupants turn over control of the vehicle will remain subject to tax.

### Dumpster Use in Waste Disposal

SB1309/HB1441 clarified that a company providing a dumpster for waste removal does not have to collect sales and use tax, when the same company is responsible for the delivery and pick up the dumpster as part of a waste removal service.

## Clarified Sales & Use Tax Application

Total Savings for Business & Customers

**over \$5.8 million**